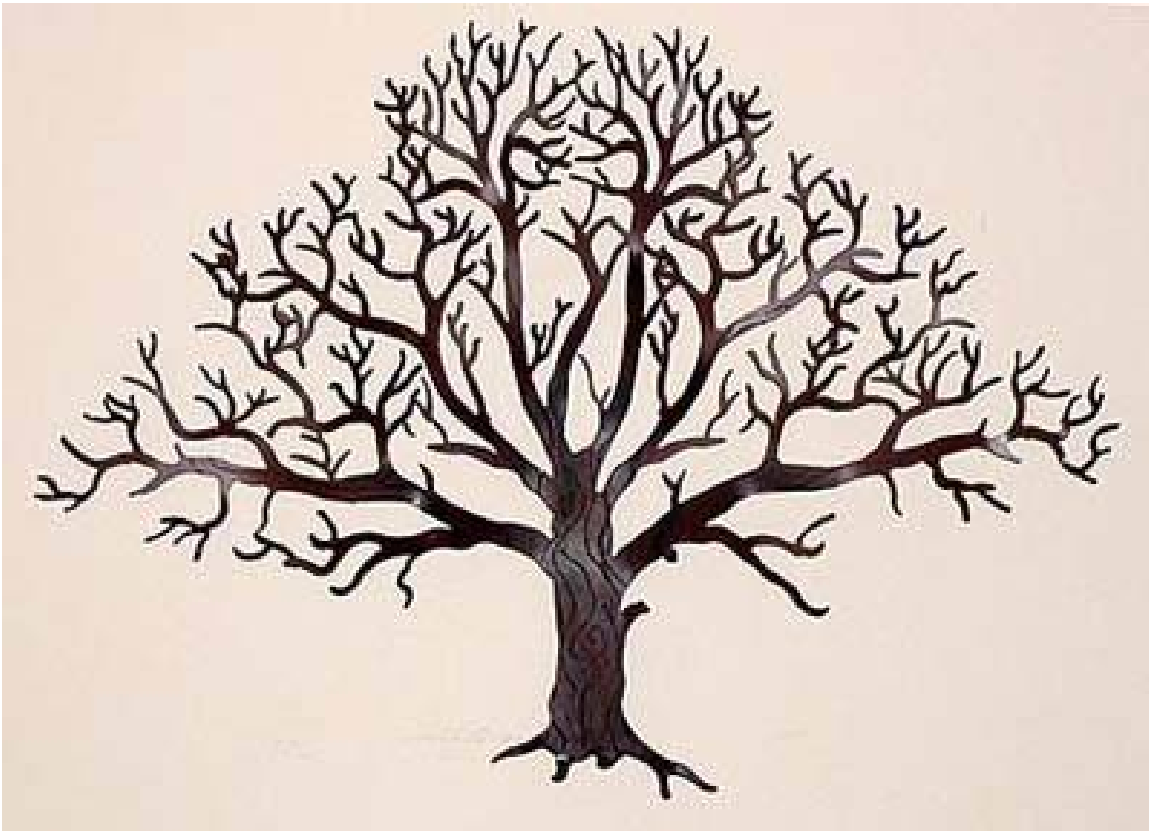


Chanate Conservation Community



**Response to the RFP for a
Master Developer for the Repurposing / Redevelopment of the
Sonoma County Chanate Campus, Santa Rosa, CA
May 5, 2016**

**Curt Johansen/JH Community Partners LLC
Signature Homes / Integral Communities**

JH Community Partners, LLC

65 Washington Street, #178
Santa Clara, CA 95050



May 5, 2016

Ms. Toni Holland
Sonoma County General Services
Facilities Development Management
2300 County Center Drive, Suite A220, 2nd Floor
Santa Rosa, CA 95403

RE: Request for Proposal to Repurpose / Redevelopment the Chanate Campus

Dear Ms. Holland and all at the County of Sonoma,

Please accept this proposal for the Chanate Conservation Community, in response to your Request for Proposal to repurpose and/or redevelop the Sonoma County Chanate campus.

We love your vision “to create a new mixed-use community that will make a long lasting, positive contribution to its neighbors and the County as a whole” by enhancing the beautiful surroundings, providing a variety of housing types to a variety of people, supporting the neighborhood with needed commercial uses, and honoring the history of the site. While many see more the “rough” than the diamond here, we recognize the brilliant possibilities of this challenging but beautiful property, and we hope that our approach to this uniquely stunning site both appeals to and is shared by you.

In keeping with the rich heritage of this property, we focused on the prime opportunities to “heal” many of the evident and expected challenges: desperate need for more housing of all types; global environmental degradation resulting in part from “traditional” land use patterns; societal unrest based in part on inadequate integration of “groups” in communities; public agency fiscal woes.

Additionally and specific to this site are seismic uncertainties that limit confidence in development of certain areas. The risk to human safety is so contrary to the guiding principal of enhancing wellbeing – never mind the financial implications that the County would bear directly or indirectly in case of a serious seismic event - that we must rethink site planning and the traditional development approach.

All this sparks our deep desire to restore some of the lost spirit of this campus while meeting each of these challenges with meaningful, proven solutions. We propose a “triple-bottom-line” community, which is systemic in thought and practice, integrating economic prosperity, environmental protections and social equity needs into a cohesive whole. In our response, we aim to address each as components to be baked into the concept for the Chanate Conservation Community.



Our approach to achieving this vision for development must be informed by public input, respecting communal norms and preferences, sensitive to geological, cultural, biological and climatological patterns, and focused on (a) local organic food; (b) renewable resource energy; (c) ecoliterate education; (d) green building; (e) public transit, as our five pillars upon which the triple-bottom-line community rests.

We look forward to a robust community engagement program that is educational and inspiring for all involved and builds support for a landmark project that is achievable and that resets the bar for future regional development. We believe in transparency and ongoing communication, made available through familiar and fresh tools. We expect to work at a round table, involving all stakeholders including the county and the city representatives. And we look forward to problem-solving and collaborating with nonprofit and other community groups to ensure that we have smooth and safe transitions for all and that we maximize the benefit to the community of the services and natural amenities, with revenue to the County that satisfies your objectives.

Programmatically, we anticipate a focus on infill residential development, mixed-age, mixed-income, along with complimentary commercial uses in the Village Center style that serve the surrounding neighborhood. We aim to accommodate the nonprofits that choose to stay, though we imagine providing new and improved quarters for them onsite. Seismic conditions may render some of the flatland imprudent for new (or existing) structures, but we have experience with co-locating successful infill farms, renewable energy sources, community plazas and transit nodes that are a perfect use of these areas. We expect that the morgue and lab will remain in their current locations for now.

Tethering this idyllic vision to reality is managing partner Curt Johansen, a 30-year veteran of award-winning mixed-income mixed-use master-planned community development, to guide a powerhouse team that he has tailored for this unique opportunity. Curt has devoted himself to similar transformational projects around the country and also brings local knowledge as a longtime resident of Petaluma, where he served as chair of their Planning Commission among his service leadership of other local, state-wide and national industry nonprofits.

Partnering with Curt is Signature Homes, a long-time teammate of Curt's and a leader in California homebuilding since the 1970's. Integral Communities, one of the most well-capitalized and experienced residential developers in California, is investing their wherewithal in this effort.

Our team roster for the Chanate Conservation Community is in the preliminary stages, as we prefer to tailor it according to the County's buy-in to these Big Ideas. Key players with whom we have had conversations and who are willing to be included on our team include the following.

- BKF, led by Greg Hurd, is expected to be the civil engineer; Greg has many years of experience working for and in Sonoma County and beyond, including intimate knowledge of the Chanate campus.
- Michelle Gervais, who has spent the past two decades focused on community engagement and complex infill development projects, primarily in Santa Rosa; Michelle will serve as community liaison for the team and assist with project management.
- Bridge Housing and Burbank Housing both have expressed their willingness to join our team, to build and manage a minimum of 20% affordable housing integrated into the master plan community.

- MIG, a leader in community engagement with stellar land use, sustainability and landscape design programs as well as environmental review services is on board; they are headquartered in Berkeley with a Sonoma office.

JH Community Partners, LLC is the lead development partner for the Chanate Conservation Community. Their mailing address is: 65 Washington Street, #178, Santa Clara, CA 95050. You can reach team representative Curt Johansen at 707-567-0280 or at curt@terraverdeventures.com.

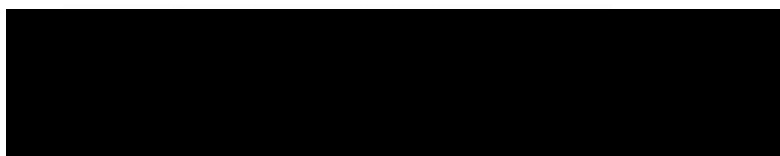
JH Community Partners, LLC and team for the Chanate Conservation Community agree to the County's Request for Proposal requirements, as described in the solicitation, including:

- agreement to all procurement requirements as described in Attachment B;
- agreement to achieve the County's development objectives (Exhibit 1);
- agreement to fund all private predevelopment costs, with the caveat that we reserve the right to consider shared costs for further seismic analysis if deemed necessary;
- agreement to submit the required non-refundable deposit of \$50,000 immediately prior to signing an Exclusive Negotiating Agreement, if ultimately selected as the developer during the Request for Proposal process.

We believe the Chanate Conservation Community will best showcase the gem that is the Chanate campus. Beyond the tremendous benefits to the County of Sonoma and Santa Rosa, it also helps demonstrate for the development industry, for decision-makers and for communities far and wide that triple-bottom-line development works and can (and should) be repeated. Doing good while doing well is the tide that floats all boats, with a legacy of strong economic returns, lighter footprints and net-zero sustainability, and socially responsible inclusion.

We are grateful to the County for your thoughtfulness in preparing the way for the repurposing of this landmark property, and we welcome the opportunity to be considered as your partner and successor. We stand ready to meet and discuss this proposal in much greater detail at your convenience.

Warm regards,



Curt Johansen



Development Team Description and Qualifications
SUCCESSFUL EXPERIENCE, EXPERTISE AND FINANCIAL
CAPACITY OF THE MASTER DEVELOPER AND TEAM

Curt Johansen/JH Community Partners LLC
Signature Homes /Integral Communities

For this most exciting Sonoma County Chanate campus project in Santa Rosa, three talented development companies have pooled resources to offer to the County a proposal that will achieve all of the County's desired objectives and further define Sonoma County and Santa Rosa as a forward-thinking, economically, environmentally and socially responsible county and city. **Curt Johansen** has a long and successful track record of large scale development in California. For the Chanate opportunity, he has commitments from two outstanding entities with whom he has long-standing relationships and that bring complementary expertise and decades of successful development history – **Integral Communities** and **Signature Homes**.

The Johansen/Integral/Signature team was well represented at County-sponsored informational meetings and has corresponded with County staff to discuss the RFP process. The following addresses evaluation criteria and response requirements of the RFP.

Curt Johansen

Curt Johansen has a long and exemplary record of innovation and practice with sustainable communities. All of his work strives for the preservation of prime farmland, use of renewable resource energy, conservation of sensitive habitat and open space, recycling programs and locally-sourced materials, active and passive sustainable design principles, walkable mixed use communities with a wide diversity of market rate and affordable product types, and connectivity to public transit.

Since his first Development Director assignment as developer of the Vintage Club in the 1980's, Mr. Johansen has been responsible for the entitlement of more than 4,000 residential units and over 500,000 square feet of neighborhood-serving commercial land uses. Mr. Johansen develops a collaborative working relationship with each city and county that he engages with, while he maintains positive relationships with key business leaders. Mr. Johansen is particularly skilled at community outreach, maintaining a consistent presence throughout the entitlement process, and public presentations. As a testimonial to past success, he is frequently asked by cities to return with follow-on projects.

Mr. Johansen has successfully partnered with numerous financial entities over the course of his 30-year career in real estate development. He has successfully delivered entitlements for approximately \$1 billion in community value using various equity and debt sources. Mr. Johansen and partners at Triad Development in Seattle successfully financed and developed the \$350,000,000 Hiddenbrooke community in Solano County; the Lagoon Valley project in Vacaville, rescuing it from \$30,000,000 in bond defaults while the company used

almost \$50 million in equity developing other California projects; and was responsible for \$12 million in equity investments in downtown Vallejo, which has led to an additional \$75 million in outside investment. More recently, he and partners brought in the Culinary Institute of America as acquisition partner for the Oxbow property in the City of Napa, where the property formerly operated as Copia.

For many years Mr. Johansen served as Executive Vice President of Triad Communities L.P., a subsidiary of Seattle based Triad Development Inc. Triad is well-known throughout the western U.S. for its mixed use projects, many of which featured innovative retail uses, including a ground-floor Whole Foods under condominiums. As well in 2005-2007, Mr. Johansen personally negotiated and managed the \$6.8 million restoration of the Empress Theatre, a 500-seat live performance entertainment venue serving the Solano County area.

His most recent entitled project, approved in 2015, is the highly sustainable Kings River Village, scheduled for construction start in 2016. This net-zero energy mixed-use community is situated on 40 acres in Reedley, a suburb city of Fresno, CA, and features 340 units of higher density (minimum 20/units acre) housing, 106,000 square feet of office/medical space for jobs/housing balance, 50,000 square feet of neighborhood serving retail (including a 12,000 square foot organic grocery), senior housing, 60 affordable apartment units, and a wide variety of residential product types within a range of market rate pricing. The homes are designated to include solar and grey water reclamation systems for 200 GPD re-use. The community prioritizes walkable and bicycle-friendly streets (with bio swales for storm water retention and edible landscaping throughout) and includes a transit center to be operated in a public/private partnership with the Fresno County Rural Transit Agency. All of the structures will feature high energy efficiency standards with low/no VOC material usage. The mix of uses will all benefit from immediate adjacency to a village green community park.

Integral Communities

Integral Communities and its principals have an extensive portfolio of infill and mixed use communities, many featuring commercial uses along with housing, including projects as varied as Palmilla, The Cannery, Newark Atrium, The Vineyards, Westport Village, Montecito Vista, Westside Renaissance, The Jefferson Green, Lakepointe, and Olympic Pointe. Their current SHH 88 row-home project in Newark will feature a Whole Foods grocery.

Integral Communities is one of the most well-capitalized developers in California. Integral draws on the long-term success of its five principals, particularly Gene Rosenfeld and Craig Manchester, who created Western Pacific Housing and built that company into the 12th largest homebuilder in the U.S. Western Pacific was eventually sold to D.R. Horton for approximately \$1 billion, paving the way for Integral Communities to be created in 2003. Mr. Rosenfeld has financed and profitably completed projects throughout the U.S. with almost every major bank in the country, and has strong ties to numerous equity sources for projects, including Blackstone Capital, in addition to his own extremely high net worth and liquidity.

Integral Communities has been the developer of mixed use projects throughout California, including the 88 row home SHH property in Newark, CA, just 10 minutes from Facebook's headquarters in Menlo Park, and a part of the Dumbarton Transit Oriented Development community. This exciting project came in at 19.2 units per acre. Integral also is the developer of an infill project known as Bernardo Shores in Imperial Beach, CA, just ¾ mile from the Pacific Ocean and 12 miles from downtown San Diego. Homes will average 1,100-1,750 square feet and be priced in the \$300,000-\$375,000 range. In Oceanside, CA, Integral is developing Villa Storia, 352 medium density small lot units in the Mission San Luis Rey historic district. Less than two miles from the Rancho Del Oro Business Park and close to Oceanside's downtown, this community will offer an excellent variety of urban homes in a supply-constrained market. Other current developments include 131 units in Long Beach and La Palma Village, a 23 unit/acre mixed use project close to Downtown Disney and Anaheim Stadium in Anaheim, CA. La Palma Village includes 161 total urban design townhomes, duplexes and flats, along with ground floor retail.

Integral is funded both internally through several high net worth investors including Gene Rosenfeld, one of the founding partners. In addition, Integral has relationships with a variety of large institutional investors such as Sequoia Capital and Oak Tree Capital who participate in funding projects as well. Should we be awarded the opportunity, further financial information on our partners will be provided.

Signature Homes

Signature Homes has a long and stellar track record of development in the Bay Area under the visionary skills of its founder, Jim Ghilmetti. For more than three decades, Signature projects have featured a wide range of housing styles and price ranges, both in suburban locations and infill parcels. Recently, Signature has brought in principal owner and President Gary Galindo to manage its day-to-day operations. Gary likewise brings almost 30 years of experience with large publicly traded homebuilders, as division President and the developer of thousands of homes throughout the Bay Area. Signature brings strong home construction equity and debt relationships to the team, including an excellent portfolio of major banks who have financed Signature projects since the 1970's. With many other projects completed by its principals in a long history of successful development in California, Integral and Signature are strong development partners for the Chanate campus project.

Curt Johansen, Integral Communities, and Signature Homes have demonstrated excellence in property assemblages to create innovative and award-winning projects throughout California. Mr. Johansen's successes are numerous. In 2006 Mr. Johansen's Vallejo development entitlements were recognized with the American Planning Association's highest award for large urban project excellence in California. Similarly, Integral's principals have an excellent record of large and small land acquisitions that have resulted in the development of over 14,000 homes since the inception of the company. Integral's land negotiation and parcel acquisition skills continue today with over 12,000 homes, many in mixed use communities,

currently underway. Signature has developed projects in all nine Bay Area counties and on some of the most challenging and sensitive sites.

Mr. Johansen, Integral Communities, and Signature Homes also benefit from a long-standing affiliation with the Chaparral Land Company, a full-service land brokerage agency and marketing group that specializes in large project land development. Chaparral will be part of our team.

Curt Johansen and Gary Galindo (Signature President) will lead the entitlement effort. Mr. Johansen and Mr. Galindo have worked well together on numerous projects in the past and bring to this effort a combined 60 years of development experience. They are committed to sustainable community design and construction that seeks to achieve the goals of place-making, housing to satisfy unmet demand, with an emphasis on walkable and bike-friendly neighborhoods.

Key Team Members

Our team roster for the Chanate Conservation Community is in the preliminary stages, as we prefer to tailor it according to the County's buy-in to these Big Ideas. Key players with whom we have had conversations and who are willing to be included on our team include the following.

- **BKF**, led by **Greg Hurd**, civil engineer; Greg has many years of experience working for and in Sonoma County and beyond, including intimate knowledge of the Chanate campus.

BKF Engineers
200 Fourth Street, Ste. 300
Santa Rosa, CA 95401
707-583-8500 (main)
707-583-8519 (Greg Hurd)
www.bkf.com

- **Michelle Gervais** will serve as community liaison for the team and assist with project management; Michelle has spent the past two decades focused on community engagement and complex infill development projects, primarily in Santa Rosa.

Gervais & Associates
1275 Fourth Street, Ste. 257
Santa Rosa, CA 95404
707-975-4736

- **BRIDGE Housing** and **Burbank Housing** both have expressed their willingness to join our team, to build and manage a minimum of 20% affordable housing integrated into the master plan community. They work well together, they are very familiar with local needs

and resources, and we have terrific respect for them both. Burbank's Mission Statement expresses our collective desire: to increase the supply of housing in Sonoma County, so that low-income people of all ages, backgrounds and special needs will have a better opportunity to live in decent and affordable housing.

BRIDGE Housing
Brad Wiblin, Senior Vice President
600 California Street, Ste. 900
San Francisco, CA 94108
415-989-1111
www.bridgehousing.com

Burbank Housing
Chuck Cornell, Executive Director and CFO
790 Sonoma Avenue
Santa Rosa, CA 95404
707-526-9782
www.burbankhousing.org

- **MIG**, founded in 1982, has focused on planning, designing and sustaining environments that support human development. They embrace inclusivity and encourage community and stakeholder interaction in all of their projects. For each endeavor — in planning, design, management, communications or technology — their approach is strategic, context-driven and holistic, addressing social, political, economic and physical factors to ensure our clients achieve the results they want.

MIG Headquarters
800 Hearst Avenue
Berkeley, CA 94710
510-845-7549
www.migcom.com

Carolyn Verheyen, MIG Principal and COO
Carolyn brings national expertise and leadership to community outreach and engagement, having lead programs for Tolay Lake Regional Park, Plan Bay Area, Caltrans (statewide) and numerous municipal projects.

Chris Beynon, AICP, Principal & Director of Planning and Design Services
Chris brings national expertise and experience in facilitation, public outreach and information, urban design and community planning. He is recognized as a national leader in participatory planning and the revitalization / reuse of infill sites.

Ray Pendro, Senior Environmental Project Manager
Ray brings over 20 years of experience with urban planning and CEQA/NEPA compliance.

- **Integral Communities**, founded in 1982, has focused on planning, designing and sustaining environments that support human development. They embrace inclusivity and encourage community

Integral Communities

500 La Gonda Way, Suite 102

Danville, CA 94526

925-362-3749

www.integralcommunities.com

Craig Manchester, Managing Partner

For more than 20 years, Craig Manchester has been a leading executive in the real estate community. Mr. Manchester together with Mr. Eugene Rosenfeld founded Integral Communities in 2003 and acquired properties with a total estimated exit value of over \$1 billion since the Company's formation. Mr. Manchester leads the Company in all aspects of its operations, including the acquisition of over 10,000 residential lots since inception. Prior to Integral, Mr. Manchester joined Western Pacific Housing in its formative stages becoming President of Western Pacific Housing in 1997—a position he held until the company's benchmark \$1 billion dollar sale to D.R. Horton in 2002. Mr. Manchester is a CPA, who received his BA in economics from the University of California at Los Angeles and later his MBA in real estate finance from the Anderson Graduate School of Management at UCLA.

Eugene Rosenfeld, Co-Managing Partner

Eugene S. Rosenfeld is one of the nation's leading real estate developers and has successfully led three major companies. Mr. Rosenfeld joined Mr. Manchester in creating Integral Communities where together they have acquired properties with a total estimated exit value of over \$1 billion since the Company's formation. Mr. Rosenfeld's storied leadership career includes serving as the Co-Chairman of Schuler Homes through the merger of Western Pacific Housing Group in 2001 on through to the sale of the combined companies to D.R. Horton in 2002; serving as the Chief Executive Officer of Western Pacific Housing, which he founded in 1993 in partnership with Apollo Advisors and Blackacre Capital and grew to the 12th-largest homebuilder in the nation; serving as Managing Partner of Highridge Partners, which he co-founded in 1976, a closely held diversified real estate company with a portfolio valued at over \$3 billion; and serving from 1963 to 1976 as an executive with Kaufman and Broad, an international housing producer and insurance company, where he rose from Division Controller to become President and Chief Executive Officer. Mr. Rosenfeld, who is also a CPA received his Bachelor of Science degree in Business Administration from the University of California at Los Angeles and began his career with the international accounting firm of Deloitte & Touche.

Representative Experience and References

We appreciate the request for representative projects, to be limited to 10 pages. However, we respectfully request your understanding that we cannot represent to you fairly the breadth and depth of our well-executed mixed-use master-planned communities that we have produced individually and collectively. Rather, we request the right to exceed ten pages.

We prefer to present this to you in person. Alternatively, we request the right to submit our representative portfolio under separate cover.

Evidence of Financial Capacity

The requested financial statements and other confidential financial information will be submitted under separate cover from the Request for Proposal response.

Proposed Development Approach

INTRODUCTION

Land development in the U.S. is undergoing a transformation. Those of us in the business of envisioning, financing, designing, and building communities for more than 30 years have witnessed an awakening by the general public, and thus their elected officials and staff, of the need for “conservation communities.” In my efforts to educate about this progressive approach to the built environment, I often refer to these communities as “triple bottom line.” In other words, they are *systemic* in thought and practice – integrating *economic prosperity*, *environmental protections*, and *social equity* needs into a cohesive whole. In this Preliminary Development Approach, we will address each – economic, environmental, and societal – in turn as components to be integrated into the concept for the Chanate campus.

The City of Santa Rosa has historically experienced more than its share of unsustainable sprawl development. Characteristically, sprawl features development practices of (a) the rezoning and removal of farm land and sensitive open space lands as a *temporarily* less costly means to providing housing; (b) isolating live-work-play uses from each other in deference to the automobile as the only practical option for transit trips; (c) treating environmental and social issues as ‘someone else’s problem’ to be addressed through mitigation fees – a process which almost always leads to unsustainable results; (d) growing horizontally instead of growing vertically, utilizing infill sites. In sharp contrast to sprawl, infill development reduces the long-term costs to a city and its taxpayers through (1) efficient use of existing infrastructure; (2) repurposing of sites often overlooked and neglected when surrounded by thriving neighborhoods; and (3) protecting farm and open space lands as we ‘fill in’ the missing teeth of urban areas which form the heart of a healthy city.

Triple-Bottom-Line: Conservation Community

The interest we have in the Chanate property is enlivened by its infill status, its history as a center of healing and social services, its opportunity to bring together city and county leaders in unison to create an iconic place of healthy living and working and recreation to set the bar for others to emulate, and its potential to become a triple-bottom-line, “conservation community.” As you will see, our approach to achieving a systemic and sustainable vision for development of the Chanate site must be informed by public input, respecting communal norms and preferences, sensitive to geological, cultural, biological and climatological patterns, and focused on (a) local organic food; (b) renewable resource energy; (c) ecoliterate education; (d) green building; and (e) public transit, as our five pillars upon which the triple-bottom-line community rests.

a. Food

As Sonoma County is aware, agribusiness has succeeded in many regions to drain away the life-blood of healthy communities through globalizing food production. One of the most sustainable features of Sonoma County is its staunch protection of family farms and local farm-to-table enterprise. In Chanate we would take a "Sonoma County" approach. Food production for local community consumption would become a key land use element. We know a significant portion of the Chanate campus includes geologically mapped faults and certain unmapped areas suspected to become ineligible for occupied structures. Rather than attempting to overcome such naturally volatile conditions, we would invite the public to help us envision a substantial community gardens component that would operate as a CSA (Community Supported Agriculture) in those areas most vulnerable to geological impact.

b. Energy

We are long past the debate of climate change existence and severity. It is unconscionable to continue to find expanded uses of land for the extraction of fossil fuels. At a microeconomic level, we must strive to accelerate the weaning of individual and communal dependence on such energy sources, both because of the catastrophic effects greenhouse gases pose for our warming biosphere and for the damage done to our own ecosystems from the extraction process itself. Thinking systemically, our four other pillars of a sustainable community (food, education, building, transportation) all interconnect with energy in profound ways. Therefore, we will invite Sonoma County and the City of Santa Rosa to take a holistic view of energy with us, to imagine a net zero energy community that will feature solar generation in many applications. When paired with the ecoliterate fundamentals of conservation of resources and green building, energy consumption and on-site production can result in a model of energy efficiency and clean power.

c. Education

When we discuss education for a community, our intention is much broader than the impacts of new students on pre-school, elementary, middle, and high school enrollment. And particularly when we use the term "ecoliterate education," we mean ecological education for *all*. This includes healthy approaches to living more lightly on the land with respect to conservation of water, reduction of waste and the recycling and repurposing of materials, the reduction and ultimate elimination of toxic materials in all that we build, the behavioral changes using local food to economic/environmental/social advantage, and efficient, safe, cost-effective and reliable modes of public transit as preferred alternatives to the automobile.

One example of ecoliterate education would be the inclusion of individual home graywater recycling systems (200 gpd) for each household. We have successfully done this in another community in advance of graywater reclamation legislation soon to be forthcoming statewide. Another example would be the inclusion into the community of a transit node designed to be user-friendly for a joint public-private partnership on bus service linked to commute times on SMART, carpool and vanpool access, bicycle priority, all within a highly walkable community.

d. Green Building

Sustainable active and passive design is not only the right thing to do, it is rapidly becoming marketable to consumers aware about the need for healthier types of shelter. Examples include daylighting, improved indoor air quality, passive solar heating, natural ventilation, serious energy efficiency, construction waste minimization, water conservation and reuse, and elimination of harmful VOC's. Green building also considers the efficiencies of density in areas that are most compatible to development, avoiding those more sensitive or volatile (e.g., geotechnical fault areas) land areas where alternative uses (e.g., agriculture, renewable energy, transit, and parks) would be most practical. Even with single family detached homes, we promote the use of smaller lots and common areas for the community. Good architecture does not need to be sacrificed when utilizing sustainable design principles. The neighborhood must be designed as walkable and safe from cars moving too quickly. Edible landscaping on all corners is another technique we have used to encourage strolling and social interaction while on foot.

e. Transit

Often the most challenging aspect of a triple bottom line community is transit. The inertia of our 70 year experiment to destroy sustainable transit options in favor of an automobile industry that cared nothing about environmental and social impacts is still with us and difficult to overcome. Many of us do not feel good about making solo local trips to work, shopping, school, visits with friends, etc. in 2.5-4,000 pound vehicles, but that is precisely what automakers and the oil and gas industry (and their legislative lobbies) want us to do. A Prius does nothing to relieve our loss of productivity and negative impacts to family life when we are stuck in clogged traffic. But transit must be (1) as convenient as the car; (2) as cost effective as the car; (3) as reliable as the car; (4) as safe as the car; and (5) as efficient as the car. National fatalities resulting from auto accidents are historically 30 times greater than all other competing transit modes *combined!* In other words, we have a 30 times greater chance of being killed when driving than we do when taking a train or bus or ferry to work and school and downtown to shop and to our beloved parks and open spaces.

The Chanate campus can and should take advantage of the impending SMART commuter train service scheduled to come on line late this year. A transit node (weather enclosed, with kiosk for a personal attendant) should be built on site with improved walkable connections from surrounding neighborhoods. Universal transit passes should be offered to residents in exchange for car and parking reductions to make it financially attractive to switch to transit. Electric vehicle charging stations will be included along with bike-sharing programs and community carpooling software for ease of use by residents. The goal each morning and evening, especially, would be to see buses filled with commuters heading to a SMART station or downtown or other workplaces or schools to reduce auto dependency.

Our Understanding of County Principles and Objectives

In review of County-disseminated documents and our notes from informational meetings we can summarize the following overarching goals:

- The County hopes and expects to receive fair market value and particularly a long-term revenue stream from its sale and/or lease of the Chanate property.
- A Master Developer will optimally be selected in August, 2016 and exclusive acquisition negotiations and due diligence would occur from September-January 2017.
- The County desires a holistic approach to development of the property and seeks a developer experienced in and committed to sustainable principles.
- The development team should be sensitive to implementation of a graceful transition of the site rather than a more impacting fast building and relocation program.
- The County has commenced the outreach process itself with a community meeting on 10/14/15 with approximately 200 people in attendance.
- The County prefers the development team to be responsible for studying and reporting on geotechnical constraints to allowable building occupancy across the site.
- The County prefers to see a diversity of housing types on the property, including a commitment to a 20% inclusion of affordable housing integrated with market rate.
- The County prefers to see a neighborhood-serving commercial component that would provide some independent (not big box) retail goods and services to the area.
- There is a strong element of “healing” and “wellness” history to the property that needs to be respected and potentially influential to the proposed uses.
- Open space areas of the property (e.g. water agency’s 26 acres, Ag. Preservation District’s 9 acres) are off limits for any development.
- The County of Sonoma intends to collaborate and work towards consensus results with the City of Santa Rosa and the developer on an innovative project.
- The developer must be prepared to go through a rezoning and Master Plan process which systemically analyses the project and avoids piecemeal development.

Master Plan Approach

We agree that a master developer is the optimum approach to holistic redevelopment of the Chanate campus. The estimated schedule of award in August, 2016 and exclusive agreement negotiations through January, 2017 appear reasonable and prudent.

As Master Developer, our first steps would include working with the county to identify specific areas requiring further due diligence, such as geotechnical study, while also preparing a relocation plan of county and nonprofit services – quite possibly including relocation to on-site facilities. We expect that technical studies must be completed in the early months, before the community engagement process is completed in order to allow a feedback loop to the public. With thousands of homes and dozens of complex master-planned developments in our portfolio, we have excellent market and financial analysis and project management capacity. This project and the team of experts to be assembled would be managed by Curt Johansen personally. To balance workloads and leverage resources most efficiently, we anticipate providing the elbow-grease and expertise to arrange for and evaluate additional due diligence of the campus buildings and site and would look to the county to share in the expense of geotechnical analyses in area(s) that we agree hold sufficient opportunity to justify the costs of further study.

Once we have established consensus around a development concept informed by community input and to the satisfaction of the county, our team would prepare the planning application package to take the master plan through the full entitlement approval process. This would include working collaboratively with the City of Santa Rosa to seek rezoning and a General Plan amendment, a Master Plan for the entire property, tentative and final maps, an environmental impact report that strives to reduce all impacts to less-than-significant levels, a Development Agreement, and many other related entitlements as will be controlled by the City. In our experience working on complex projects, it's reasonable to expect at least 18 months are required after the submittal of a complete planning application package for a project to be reviewed by staff and other agencies, the environmental report to be prepared, and Planning Commission and City Council to take action, with Design Review to follow. We will take full advantage of pre-application submittal meetings with city staff to identify early any concerns or missed opportunities that would enrich the plan or streamline the process. Curt Johansen and Michelle Gervais are expected to lead this effort with involvement of the design team. It will be important for us to assist with collaboration efforts between City and County staff and elected officials throughout the entitlement process to help set an example of cooperation and alignment on the future of development within Sonoma County and Santa Rosa.

Community Outreach

It is always a lengthy and painstaking process to invite public input and attempt to include everyone's ideas when envisioning anything new. It is, however, an important tenet of sustainable communities that public process and inclusivity be honored. That requires a genuine commitment by the development team to arrange and manage charrettes and other

input tools for receiving community feedback and ideas, as well as for keeping the greater public informed of opportunities for input, decision points and progress in general.

Our approach is to assemble a first-tier team of specialists (e.g., fiscal, planning, architecture, engineering, environmental, landscape, social) all skilled in the charrette process and with the ability to listen with open hearts to long-time neighborhood residents. Many come to such meetings often out of fear of more traffic, noise, property value impacts, and simply bad development – things that happen every day and stick in our minds much more vividly than good, sensitive development. And the outreach process cannot be rushed. It must be all-inclusive, that is, arranged in such a way that everyone within a reasonable walking distance of the site have convenient and comfortable ways to share their thoughts, hear others' ideas, and obtain understandable answers to their concerns. Additionally the interests of Sonoma County residents as a whole must be identified, examined, understood and integrated into the planning. There are never situations where everyone's ideas/concerns are incorporated or mitigated to 100% success; but we have found that, with the right team and management, it is possible on large scale entitlement projects to receive large majority support for new communities that accommodate the sensitivities of integrating smoothly with existing neighborhoods. That is the challenge, and opportunity, of sustainable infill.

With local residents it is essential that outreach activities include an educational component of what constitutes a conservation community and many of the advanced ideas brought forward to reduce the new community's ecological footprint. Surprisingly perhaps, it can be daunting to an older neighborhood to see a highly environmentally friendly community come alongside. Although unintentional, there can be pressure brought to bear on existing residents to themselves make changes to their environments, which is always made more difficult when retrofit is required. But awareness of that factor is half the battle and deliberate physical and social connectivity between old and new communities is often a wonderful mitigation.

It is also essential that a collaborative spirit be forged between city/county staff and the development team to discourage special interests from attempting to create an artificial "wedge" between public and private experts in molding a community vision. Procedurally, we have found benefit from establishing both a Stakeholder Steering Committee alongside a Technical Advisory Committee – in this case including both county and city representatives. We expect these will meet regularly through the concept development stage until the application package is submitted to the City of Santa Rosa.

There will be those tempted to derail an important process aimed at creating a healthier community as an icon for future growth, often in the hopes that nothing will change and business-as-usual will prevail. However we are hopeful and optimistic that both Santa Rosa and Sonoma County have witnessed and experienced enough of that regressive activity. It is time to move forward in the 21st century in a sustainable way.

Affordable / Diversity of Housing

In addition to the five pillars of this triple-bottom-line proposal, one of the principles in which we must have alignment, if fortunate enough to be selected, is the need for housing diversity in community development. In other words, communities that isolate groups of people from each other is an unsustainable approach to the long term social well-being of a city. We believe in multi-generational and diverse income levels of housing, that is, inclusive communities that feature affordable and senior housing in close proximity to market rate neighborhoods. No group should be isolated, however, because the glue that holds communities together historically in this country is inclusivity and the ability of various socioeconomic groups to come together in forging healthy communities.

In review of County estimates of 400-800 potential new housing units on the property, we prefer to be conservative and at this pre-development RFP stage assume the 400 number. When considering affordable housing mixed with market rate we take the approach that a first-rate affordable housing developer be brought onto the team early. While we do not have exclusive commitments with any such developer at this time, highly qualified developers such as Burbank Housing, Bridge Housing, and Artspace have expressed an interest in being a part of our conceptual plan if we are awarded the exclusive right to negotiate. Each has the statewide experience and innovative approach to housing that would be compatible with our progressive commitment to sustainable principles on every level of the community. This includes sustainable design principles for affordable housing as well. We have reached out to each and expect they will be receptive to taking on this role. Also we aim to accommodate the current residents from Sloan House and would be delighted if additional space could be created to serve more such clients.

Wellness

The history of the Chanate site is indelibly affected by the long and welcome existence of Sutter Hospital and related health services. Although the new Sutter facility was built on Mark West Springs Road, many local long-time residents have fond memories of their experiences with the hospital and the devoted practitioners who worked there to provide healing services to the greater Santa Rosa community. Respecting that social history, we believe it is prudent to think about health and wellness services as integral to the future of the property and surrounding community.

A substantial portion of the Chanate campus currently contains health services facilities and offices which can and should be clustered and repurposed to make it easy for the public to access various services in close proximity. Some relocation is on-going and will likely continue by the County, which also makes sense, as geotechnical concerns affect some areas more than others. In our new sustainable community vision, we would like to see new wellness service providers given improved working environments on certain parcels on the property (e.g. parcels D, K, L, M, and the eastern edge of B), freeing up Parcels E, F, G, H and I for new development. Parcels A, B, and C are the seismically most impacted parcels and in our view can

also provide a wellness function through repurposing as agriculture with small farmworker housing, public open spaces, renewable resource energy sources, small retail kiosks, an outdoor farmer's market, and a transit center.

The protected open space and creek are beautiful public amenities, which can only be enhanced by increasing access to the wellness, recreation and retreat they provide. We look forward to collaborating with LandPaths and other community organizations to design, implement and help maintain these natural gems.

Neighborhood-Serving Commercial

A positive design element of sustainable communities is mixing uses to include healthy places for households to live, work, and play, as well as to be able to walk to a community center and find a welcome coffee shop and bakery along with limited other goods and services. These uses are not only providers but places for neighbors to meet and congregate for engendering the social contracts of the community residents. There is another important function of such commercial providers. When a transit center becomes a critical facility for helping residents to, on occasion, choose transit options over the automobile, the proximity of local independent goods and services makes the process of choice more appealing. We will propose such a locally-serving commercial facility, informed by input from surrounding neighbors, and it will be well located.

Fair Market Value

There are at least two economic approaches to be considered by the County when evaluating the future of the Chanate property. One approach places income from a sale of the land in priority to any specific sustainable living environment, in the belief that increased short-term income from a business-as-usual proposal will be deployed elsewhere more efficiently in the best interests of the public. Another approach places greater emphasis on Chanate to be designed and constructed as a self-supporting community that integrates food, energy, conservation, green infrastructure, and public transit into its microeconomic Master Plan, in the belief that such development actually *reduces* the long-term financial impact on County officials to serve the health and general welfare of its residents.

Our proposal suggests that the latter approach is the proper one, not only for the Chanate campus, but for all future development and for the future well-being and greater health and prosperity of Sonoma County. Our confidence in this approach is born of experience with kindred projects across the country, which have performed admirably across financial, social and environmental platforms. For the Chanate campus, fair market value will be paid and long-term revenues to Sonoma County will be included in our proposal without sacrificing the long-term economic advantages that a sustainable community brings to the County. If we are selected, a mix of traditional and more creative financial sharing, ranging from fee-simple sale to long-term leases to assessments and transfer taxes and more, will be evaluated thoroughly and transparently before agreed to between our team and the county.

Summary

Our development approach will be a thorough one, respectful of all procedural requirements under State, County, and City land regulations and process. It will also be infused with sustainable community principles and a “triple bottom line” approach to finding balance among the often competing ideals of economic prosperity, environmental protections, and social justice. Implemented properly, the Chanate project can become a model for Santa Rosa and Sonoma County’s desire for ethical, sustainable land use.

ATTACHMENT C: PART I — PROSPECTIVE QUALIFIED DEVELOPMENT TEAM**I. INFORMATION ABOUT THE PROSPECTIVE QUALIFIED DEVELOPMENT TEAM**

Company:		
JH Community Partners, LLC / Signature Homes Inc.		
Federal Tax I.D. No.:		
[REDACTED]		
Street Address:		
65 Washington Street, #178 / 4670 Willow Road, #200		
City:	State:	Zip:
Santa Clara / Pleasanton	CA	95050 / 94588
Telephone: 707-567-0280 925-468-3737	Fax: N/A	Email:
		curt@terraverdeventures.com; ggalindo@sighomes.com
Name:		
Curt Johansen / Gary Galindo		
Title:		
Managing Member / President		
Signature*:		
[REDACTED]		
Date:		
5/5/2016		
<i>*Authorized Signature: The signer declares under penalty of perjury that she/he is authorized to sign this document and bind the company or organization to the terms of this Agreement. The Statement of Qualifications and any other documents submitted in response to the foregoing shall form a part of and be construed with the purchase order/contract.</i>		
ONLY RESPONSES WITH AN ORIGINAL SIGNATURE WILL BE ACCEPTED.		
<u>This cover page must be completed and submitted as part of your response.</u>		

FOR QUESTIONS REGARDING THIS REQUEST FOR QUALIFICATIONS, PLEASE CONTACT:

Toni Anthony Holland
Sonoma County General Services
Facilities Development and Management
2300 County Center Drive
Santa Rosa, Ca 95403

(List all legal entities being prequalified, including subcontractors if any.)

For all partnerships or other associations listed above that are not legal entities, please provide a copy of the agreement creating the partnership or association.

ATTACHMENT C: PART III - INFORMATION ABOUT THE DEVELOPMENT TEAM**(Submit with Development Team Description and Qualifications)**

- A. If the DEVELOPER is a joint venture or partnership, provide the following for each member of the joint venture or each partner. (Attach additional pages if necessary.)

Name of Individual or Entity	Principal Contact	Position	Years with Joint Venture/Partnership	Percent Ownership Interest

- B. Has there been any change in ownership of the proposing Developer during the last three years? (NOTE: A corporation whose shares are publicly traded is not required to answer this question with regard to public trades.)

☐ Yes ☒ No

If "yes," explain on a separate page.

- C. Is the Proposing Developer a subsidiary, parent, holding company or affiliate of another firm?

(NOTE: Include information about other firms if one firm owns 50 percent or more of another, or if an owner, partner, or officer of your firm holds a similar position in another firm.)

☐ Yes ☒ No

If "yes," explain on a separate page.

- D. List all California contractor license numbers, classifications and expiration dates currently held by the Developer, if applicable:

License Number	Trade Classification	Date Issued	Expiration Date
950124	Contractor's	7-20-10	7-31-16

- E. Has the Developer changed names or license numbers in the past five years?

☐ Yes ☒ No

If "yes," explain on a separate page.

**ATTACHMENT C: PART IV - CONFIDENTIAL FINANCIAL INFORMATION,
WHICH CAN BE SUBMITTED UNDER SEPARATE COVER.**

- F. Please fill in the following blanks based on the Developer's attached financial statement. If each member of the Developer's team attached financial statements, add assets and liabilities for all.

2015 Gross Revenues	\$
Current Assets	\$
Current Liabilities	\$
Total Net Worth	\$
Current Ratio (Assets/Liabilities)	\$
Working Capital (Current Assets – Current Liabilities)	\$

- G. List any lawsuit or litigation and the result of that action resulting from any development undertaken by the Developer and its related legal development entities where litigation is still pending or has occurred within the last five (5) years or any project where claims or settlements were paid by the Developer or its insurers within the last five (5) years.
- H. Explain any litigation or disputes the development entity is involved in that could result in a financial settlement having a materially adverse effect on the ability of the development entity to complete this project.
- I. Describe whether the development entity, or any of the named individuals in the proposed project team, ever filed for bankruptcy or have had projects that have been foreclosed. If yes, please list the dates and circumstances.

END OF SECTION

NOTE: This Part IV will be submitted under separate cover and is proprietary and confidential and may not be publically disseminated.

ATTACHMENT C: PART V - AFFIDAVIT OF AUTHENTICITY FORM
(Submit with Development Team Description and Qualifications)

The following affidavit shall be executed, notarized and submitted for each legal entity that is the Developer, Partner or Joint Venture Partner of the Developer as identified in PART II. PROSPECTIVE QUALIFIED DEVELOPMENT TEAM MEMBERS.

State of California

County of Sonoma


Before me, the undersigned authority, personally appeared Curt Johansen, who, having been by me duly sworn, made the following statement:

"I am authorized to make this affidavit on behalf of JH Community Partners, LLC, a participating legal entity in the attached Development Team Description and Qualifications dated 5-5-2016, 2016, and submitted in response to RFP No. SC001-0000000243 issued by the County of Sonoma.

All information pertaining to JH Community Partners, LLC and provided in the attached Development Team Description and Qualifications is to the best of my knowledge, true and correct and if called upon to testify, I could testify competently thereto.

I acknowledge receipt of the Addenda to this RFQ by identifying the following Addenda numbers and dates of receipt:

Addendum 4, 4-30-16; Addendum 3, 4-7-16; Addendum 2, 3-14-16; Addendum 1, 2-25-16.


(Signature)

Curt Johansen
(Printed Name)

5-5-2016
(Date)

JH Community Partners, LLC
(Development Team Entity Member)

**ATTACHMENT C: PART VI - ORGANIZATIONAL CONFLICTS OF INTEREST
DISCLOSURE STATEMENT**

(Submit with Development Team Description and Qualifications)

1. Policy

An organizational conflict of interest means that because of other activities, relationships, or contracts, a Developer or Development Team member is unable or potentially unable, to render impartial assistance or advice to The County of Sonoma; a Developer's or Development Team member's objectivity in undertaking the development is or might be otherwise impaired; or a Developer or Development Team member has an unfair competitive advantage.

2. Disclosure

In the space provided below, and on supplemental sheets as necessary, identify all relevant facts relating to past, present or planned interest(s) of the Developer and all Development Team members (and their respective personnel) at the time of the submittal which may result, or could be viewed as, an organizational conflict of interest in connection with the RFP.

None

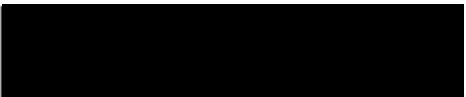
3. Explanation

In the space below, and on supplemental sheets as necessary, identify steps that have been or will be taken to avoid or mitigate any organizational conflicts of interest described herein.

N/A

4. Certification

The undersigned hereby certifies that, to the best of his or her knowledge and belief, no interest exists that is required to be disclosed in this Organizational Conflicts of Interest Disclosure Statement other than as disclosed above.



Signature

Curt Johansen

Name

Managing Member

Title

JH Community Partners, LLC

Firm Name

JH Community Partners, LLC

Proposer Name

**ATTACHMENT C: PART VII - ACKNOWLEDGMENT OF ADDENDUM FORM
("ACKNOWLEDGMENT")**

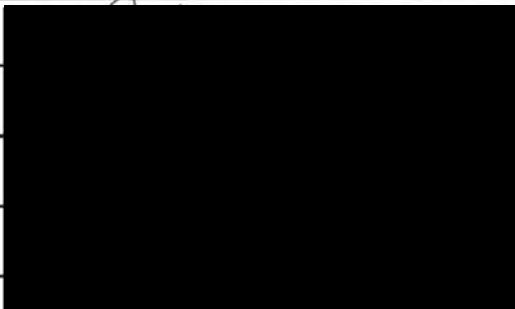
TO THE COUNTY OF SONOMA

THIS ACKNOWLEDGMENT IS SUBMITTED BY:

JH Community Partners, LLC

(Firm/Company Name)

1. In submitting this Proposal, Proposer represents that the Proposer has examined all of the Contract Documents and the following Addenda (receipt of all of which is hereby acknowledged).

Addendum Number	Addendum Date	Signature of Proposer
Addendum 1	2-25-16	
Addendum 2	3-14-16	
Addendum 3	4-7-16	
Addendum 4	4-30-16	

ATTACHMENT C: PART VIII - NON COLLUSION AFFIDAVIT

STATE OF California)

)SS:

COUNTY OF Sanima)

Each of the undersigned, being first duly sworn, deposes and says that:

A. Art Jansen is the ^{Managing} ~~Member~~ of ^{JH Community} ~~Partners LLC~~ and is the of , which entity(ies) are the Proposer of Developer, the entity making the foregoing Proposal.

B. The Proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, joint venture, limited liability company or corporation; the Proposal is genuine and not collusive or sham; the Proposer has not directly or indirectly induced or solicited any other Proposer to put in a false or sham Proposal, and has not directly or indirectly colluded, conspired, connived or agreed with any Proposer or anyone else to put in a sham Proposal or that anyone shall refrain from proposing; the Proposer has not in any manner, directly or indirectly, sought by agreement, communication or conference with anyone to fix the prices of the Proposer or any other Proposer, or to fix any overhead, profit or cost element included in the Proposal, or of that of any other Proposer, or to secure any advantage against County or anyone interested in the proposed agreement; all statements contained in the Proposal are true; and, further, the Proposer has not, directly or indirectly, submitted its prices or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company, association, joint venture, limited liability company, organization, Proposal depository or any member, partner, joint venture member or agent thereof to effectuate a collusive or sham Proposal.

C. The Proposer will not, directly or indirectly, divulge information or data regarding the Exclusive Negotiating Agreement (ENA) or other terms of its Proposal to any other Proposer, or seek to obtain information or data regarding the ENA or other terms of any other Proposal, until after award of the Agreement or rejection of all Proposals and cancellation of the RFP.

Page 1 of 2

Attachment C: Part VIII - Non-Collaborator Affidavit



_____ (Signature)	_____ (Signature)
Curt Johansen _____ (Name Printed)	_____ (Name Printed)
Managing Member _____ (Title)	_____ (Title)

Subscribed and sworn to before me this ____ day of ____, 2016.

Notary Public in and for
said County and State

[Seal] Please see 2016 Notary certificate attached
My commission expires: _____

➔

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CALIFORNIA JURAT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document, to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA }

COUNTY OF Marin Sonoma }

Subscribed and sworn to (or affirmed) before me on this 5th day of May, 2016
Date Month Year

by CURT GILBERT JOHANSEN

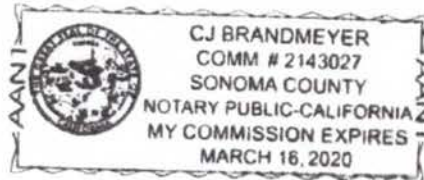
Name of Signers

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

Signature

[Redacted Signature]

Signature of Notary Public



Seal

Place Notary Seal Above

OPTIONAL

Though this section is optional, completing this information can deter alteration of the document or fraudulent attachment of this form to an unintended document.

Description of Attached Document

Title or Type of Document: Attachment C: Part VII - Non Collusion

Document Date: affidavit

Number of Pages: _____

Signer(s) Other Than Named Above: _____

ATTACHMENT C: PART IX – LOCAL BUSINESS DECLARATION



COUNTY OF SONOMA

GENERAL SERVICES PURCHASING DIVISION

2300 COUNTY CENTER DRIVE, SUITE A208

SANTA ROSA, CALIFORNIA 95403

(707) 565-2433 Fax: (707) 565-6107

DECLARATION OF LOCAL BUSINESS FOR SERVICES

Sonoma County gives local businesses a preference in formal solicitations of services as set forth in the County of Sonoma Local Preference Policy for Services.

In order to qualify for this preference, a business must meet *all* of the following criteria:

1. For businesses with a location in a city within Sonoma County, a valid business license if required by the city; and
2. A valid physical address located within Sonoma County from which the vendor or consultant operates or performs business on a day-to-day basis.

By completing and signing this form, the undersigned states that, under penalty of perjury, the statements provided herein are true and correct and that the business meets the definition of a local business as set forth in the County of Sonoma Local Preference Policy for Services.

All information submitted is subject to investigation as well as disclosure to third parties under the California Public Records Act. Incomplete, unclear, or incomprehensible responses to the following will result in the bid not being considered for application of the County's local preference policy. False or dishonest responses will cause the rejection of the bid and curtail the declarant's ability to conduct business with the County in the future. It may also result in legal action.

1. Legal name of business: _____
2. Physical address of the principal place of business:

3. Business license issued by incorporated city within the County:

License Number _____ Issued by: _____

Authorized Signature: N/A Date: _____

Printed Name & Title: _____

CURT JOHANSEN

Real Estate Sustainability Executive | Sustainable Development

San Francisco Bay Area, CA

(707) 567-0280

curt@terraverdeventures.com

| curt@jhcommunitypartners.com curt@counsilofinfillbuilders.org

[LinkedIn](#)

SUMMARY

MANAGING PARTNER of multiple LLC's delivering profitable performance through innovative strategies in the development of planned communities, primarily urban infill, featuring sustainable principles. A proven, successful leader in the processing of regulatory entitlements, community design and marketing strategies, bond financing, consultant management, infrastructure construction, and finished lot sales to builders. Expertise in CEQA management, land planning, environmental permitting, and public/private partnering. Exceptional skills in land acquisition, due diligence research, mixed use zoning, green infrastructure, pro forma cash flow, and entitlement negotiation and management.

Delivering High Investment Returns for Development Partnerships

- Successfully led multiple projects through regulatory approvals resulting in the development of more than 4,000 residential homes
- Improved profitability more than 200% with an inherited work-out situation
- Consistently achieved investor internal rates of return of 30% and higher
- Favorably restructured \$58M in assessment bond financing
- Over \$500M in residential/commercial and horizontal/vertical construction
- Negotiated numerous Development Agreements and Specific Plans

Producing Organizational Excellence and Sound Financial Project Management

- Business Planning
 - Cash Flow Spreadsheets, Managing Cost Estimating, P/L Pro Forma Financials
 - Market Research/Analysis, Competitive Advantages, Joint Venture Opportunities
 - Creating Investment Packages, Long-Term Strategic Planning
- Organizational Leadership
 - Assembling and managing the Development Team, In-House and Outsource
 - Integrity in All Community Interactions, Public Speaking and Service
 - Political Alliances, Managing Policy and Sustainable Land Use Decisions
- CEQA and Entitlement Processing
 - General and Specific Plans, Zoning, MOU's, Tentative and Final Maps
 - Initiative and Referendum Defense, Environmental Mitigation
 - Development and Building Permitting, Exactions, Assessment Districts
 - Leader in Educating City/County Officials with Sustainable Solutions

PROFESSIONAL HISTORY

MANAGING PARTNER

2015-Present

Triad 500 First LLC/Comstock Homes – *Seattle/Manhattan Beach companies in partnership to repurpose the downtown Napa Oxbow District*

Awarded the project through RFP by owners of the former Copia site for 15 acres of repurposing of existing facilities and new green development.

Successfully negotiated an exclusive to develop the site with the Culinary Institute of America as our anchor. Phase 1 transaction successfully completed with grand opening of CIA's newest facility scheduled for Fall, 2016. Presented conceptual plans to the City for 150 condos/towns/lofts and ground floor retail with overwhelmingly positive response. Comstock intends to build out the entire project to excellent IRR.

JH Community Partners/Signature Homes – *Managing the RFP process for 200-300 new units of mixed use housing in Vacaville's revitalized downtown*

This very new project features an alliance with Signature, one of the Bay Area's most prestigious building companies. Submittal package prepared with City award expected in early May, 2016. Project entails property assemblage and fast track entitlements (approvals anticipated within 12 months).

MANAGING PARTNER

2013-Present

Kings River Community Partners, LLC and CR Community Partners, LLC – *San Francisco area based companies developing Kings River Village in the San Joaquin Valley.*

Triple Bottom Line mixed use, transit oriented and green community with recently completed entitlements near Fresno, CA.

The partnership set out to create the most iconic mixed use, high density residential/ commercial/ recreational community in the Central Valley. Entitlements confirm objectives were achieved and unanimous Planning Commission and City Council approvals were received in April, 2015. The project includes 341 residential units of various product types including an 80 unit independent living neighborhood, 155,000 square feet of specialty retail/office, and an embedded transit center in the heart of the community Village Green Park. Grey water reclamation, solar energy, and bio-swales and rainwater harvesting for storm water reclamation, along with green active and passive construction standards contribute to this most exceptional community. The project has been featured in The Atlantic Magazine City Lab series and National Public Radio.

MANAGING PARTNER/CEO

2010-Present

Sustainable Community Partners, LLC – *Atlanta-based sustainable development company with four partners also developing the nationally-acclaimed Serenbe Conservation Community*

Development partners needed management for growth into California development projects, including a conservation community in the Napa Valley of California.

Leading development efforts for this triple bottom line sustainable development partnership as it has pursued an opportunity to develop a conservation community project in Napa Valley. The project is owned by Pacific Union College and includes 191 residential units, 70,000 square feet of neighborhood commercial, and 500 acres of agricultural/conservation land. Features include a 30 acre organic farm, off-the-grid renewable resource energy, ecoliterate community education, tertiary reclaimed wastewater, green building (horizontal and vertical), and public transit.

EXECUTIVE VICE PRESIDENT

1997-2010

Triad Communities, L.P. – *California development company with multiple infill and greenfield master planned communities in the San Francisco Bay Area*

Seattle-based parent Triad Development sought growth into California markets under the guidance of an experienced land developer.

Managed all California development operations for multiple large-scale projects with a local staff of 3 project managers and administrative assistants with accounting staff in Seattle. Responsible for the business model, acquisition, regulatory entitlement, marketing, construction, and sales of Hiddenbrooke, a 1200 home mixed use planned community featuring extensive public amenities including 700 acres of permanent open space with public access. Hiddenbrooke resulted in \$600M in retail home valuations and \$50M in commercial/recreational facilities, almost double initial pro forma estimates. Successfully managed all lender requirements of Bank of America. Project was begun in 1998 and effectively built out by 2005. Also designed, entitled and sold Lagoon Valley, a 1,025 residential unit sustainable New Urbanism community in Vacaville, CA in 2007 to Standard Pacific (Cal Atlantic) Homes. Awarded Best Specific Plan in California in 2006 by the American Planning Association for entitlement of downtown Vallejo, an urban infill revitalization project which has catalyzed \$75M worth of public and private improvements to date.

PRINCIPAL/CEO

1987-1997

JM Consulting Company – *Northern California consulting practice specializing in large-scale communities and work-out situations for various California clients*

Notable projects managed included Silverado Country Club and Castle Oaks among others to complete on and off-site infrastructure and improvements.

Directed all development operations for the horizontal build out of Napa's Silverado Country Club for Meyer Properties. Home values between \$700K-\$1.5M in the later phases. Initial \$18M acquisition purchase resulted in \$100M project sale within five years. Project managed all entitlement efforts for Castle Oaks CC, a large mixed use residential/recreational community in Amador County, CA, sold to builders for a 55% IRR within three years. Other smaller project entitlement and work-out assignments for various clients.

VICE PRESIDENT / DIRECTOR OF DEVELOPMENT

1982-1987

Vintage Properties Inc. – *Bay Area mixed use development company successfully completed large-scale projects throughout northern and southern California*

Menlo Park based developer sought an experienced project management for its most prestigious project, The Vintage Club in Southern California.

As Director of Development, completed this award-winning 525 home, ultra private second home community in the Coachella Valley desert. Project features included exclusive golf courses and related resident/guest amenities surrounding some of the highest priced real estate in the U.S. Sold half acre lots for over \$2M each during 1984-86 and oversaw construction of more than \$200M in horizontal and vertical construction, residential and commercial. Reported directly to Vintage partners in Menlo Park and interacted successfully throughout the development term with lender Bank of America.

PRESIDENT/CO-OWNER

1985-1988

Indian Wells Construction Company – *High end custom home construction company building primarily for Dallas-based Folsom Development Company*

Founded this construction company building \$1.8M-\$2.5M homes on spec and for clients who had purchased custom lots, sold interest to partner in 1988.

BOARDS AND PROFESSIONAL AFFILIATIONS

Urban Land Institute (ULI) Socially Responsible Investment Council
Board President, Council of Infill Builders (curt@councilofinfillbuilders.org)
Petaluma, CA Planning Commission Chair 2008-2011
Board Member, Transform (transform.org)
Numerous other CA Boards, advisory committees and commissions

EDUCATION AND PROFESSIONAL DEVELOPMENT

Jackson County Junior College (1969-1972)
UC Berkeley Ext. Certificate in BA (Business Administration 2005)

KEY PUBLIC SPEAKING ENGAGEMENTS

University of Pacific; Council of Infill Builders Convening. 2015
Fresno State University; Local Government Commission. 2014
City of Bakersfield; Downtown Business District Meeting; 2014
Cal Environmental Protection Agency; Air Resources Board. 2015
ULI Round Table on Sustainable Development; Los Angeles. 2013
Planning and Conservation League; Sacramento 2013
LGC; Ahwanee Hotel, Yosemite. 2012
ULI Water Conservation Conference; Las Vegas. 2013
Leadership Institute for Ecology and Economy; Sonoma County, 2011
City of Petaluma; PC Sustainability in Action; 2011
Metropolitan Transportation Commission; Sustainable Communities. 2010

City of Healdsburg; Affordable Housing Convening. 2014
City of Napa. Leadership Group Conference on Sustainability. 2008
Great Valley Conference; Ecovillages in Principle. Sacramento 2009
U.C. Berkeley School of Environmental Law; Sustainable Development. 2014
Pacific Union College; Sustainable Ecovillage Communities. 2008
Sonoma Valley HS; Principles of Sustainable Economics, 2010
Casa Grande HS; Sustainable Communities School Design Conference. 2011
Sustainable Schools; AIA, U.C. Berkeley. 2009
Congress for New Urbanism; Sustainable Communities in Practice. Sacramento. 2011
ULI Chicago Conference. Sustainability in Practice. 2008
Sustainable Silicon Valley; The Ecovillage Model. 2009

PROFESSIONAL ARTICLES

Over 10 published Op-Eds in SF Chronicle, Sacramento Bee, LA Times

(I will list them)

Completing first full-length book in 2016: The Will to Last: Triple Bottom Line Communities In America



ENGINEERS . SURVEYORS . PLANNERS

Delivering Inspired Infrastructure

BKF Engineers' 100+ year prominence in Northern California uniquely positions us to facilitate and sustain growth. The Firm provides civil engineering, land surveying, and land planning services for private & public institutions, government agencies, developers, design consultants, and contractors.

BKF currently employs over 350 staff members in eleven offices strategically located in Walnut Creek, Pleasanton, Sacramento, San Francisco, San Jose, San Rafael, Redwood City, Richmond, Santa Rosa, Oakland, and Irvine.

BKF establishes long-term working relationships with our clients and our strategic design partners. By producing accurate, cost-effective work products and delivering them on schedule, we facilitate the design efforts.

BKF will direct the civil engineering investigations, infrastructure planning, capacity analyses, and implementation phasing strategies.

CIVIL ENGINEERING

- Roadway Design
- Site Development
- Parking Lot Planning and Design
- Joint Trench Coordination
- Erosion Control and SWPPP
- Highway and Interchange Design
- Grade Separations
- Storm, Sewer, and Water Systems
- NPDES C.3 Compliance
- Pump Stations

TRANSPORTATION

- Geometric Roadway Design
- Traffic Signal Design
- Traffic Impact Studies
- Highway and Interchange Design
- Traffic Circulation
- Light and Heavy Rail

LAND PLANNING

- Master Planning
- Infrastructure Planning
- Environmental Review
- Scheduling
- Permit Application
- Contract Planning to Public Agencies
- Hard/Soft Cost Estimates
- Feasibility Studies

WATER RESOURCES

- Storm, Sewer and Water Systems
- Storm Water Quality Compliance
- Erosion Control & SWPPP
- Master Planning, Design & Construction
- Detention Systems
- Hydraulic & Hydrology Studies
- Pump Stations

ENTITLEMENT SUPPORT

- Review Permit Requirements
- Hard/Soft Cost Estimates
- Environmental Review
- Tentative Map Preparation
- Scheduling
- Feasibility Studies
- Due Diligence Reports

SURVEY

- GPS Surveys
- Right-of-Way Mapping
- ALTA Surveys
- Topographic Mapping
- High Resolution Scanning
- G.I.S. Mapping
- Subdivision Mapping
- Boundary Surveys
- Construction Surveying
- Expert Witness

SPECIALTY SERVICES

- Landfill Reclamation
- Wetlands Permits
- Project Management
- Differential Settlement Site Design
- Hydrology Studies
- LEED Documentation Support

FIRM PROFILE



Treasure Island, San Francisco, CA



Oracle World Headquarters, Redwood City, CA



Santana Row, San Jose, CA

LEGAL NAME:

BKF ENGINEERS

SANTA ROSA OFFICE

200 Fourth Street, Suite 300
Santa Rosa, CA 95401 | 707.583.8500
www.bkf.com

BKF OFFICES:

Redwood City - *Headquarters* | 650.482.6300
Irvine | 949.526.8460
Oakland | 510.227.3011
Pleasanton | 925.396.7700
Richmond | 510.529.0336
Sacramento | 916.556.5800
San Francisco | 415.930.7900
San Jose | 408.467.9100
San Rafael | 415.930.7960
Santa Rosa | 707.583.8500
Walnut Creek | 925.940.2200

RESUME



GREG HURD, PE, PLS, LEED® AP CIVIL PRINCIPAL/PROJECT MANAGER

Engaged throughout the life of the project, Mr. Hurd's experience ranges from conceptual design to detailed engineering services culminating in final construction. Greg has been involved in a diverse variety of civil engineering and land surveying projects for both public and private clients for nearly 30 years. He provides general supervision over projects and sets the guidelines within the framework of a project's requirement. He is an active member of a project team and is available to personnel, taking part in major decision-making meetings with related agencies. He heads the quality control review, assuring that deliverables aspire to and achieve the project goals. Greg reviews all work products for conformance with established design criteria and actively participates in the scheduling of work to ensure that projects are completed on budget, within scope and on schedule.

EDUCATION

Cogswell Polytechnical College,
Cupertino
BSET Civil Engineering Technology
Associate in Structural Engineering

REGISTRATION

Professional Civil Engineer, CA No.
C-61895
Professional Land Surveyor, CA No.
L-8809

TOTAL YEARS EXPERIENCE

30

AFFILIATIONS

American Council of Engineering
Companies (ACEC)
American Society of Civil Engineers
California Land Surveyors Association
(CLSA)
LEED® Accredited Professional US
Green Building Council
North Coast Builders Exchange, 1st
Vice

Sonoma Mountain Village *Rohnert Park*

- » Civil engineering and planning services
- » 175 Acre, LEED Platinum registered project
- » Sustainable, pedestrian-friendly, mixed-use
- » Retail, dining and entertainment amenities
- » 2,000 residential units
- » Applied New Urban Design principles
- » Approximately 45,000 LF of streets and 30,000 LF of alleys
- » Governor's Top Environmental and Economic Leadership (GEELA) Award - Comprehensive Land Use Planning, 2008
- » Endorsed by One Planet Communities (1st in North America & 4th in the world)

Village Square at Courtside Village *Santa Rosa*

- » Civil engineering and entitlement services
- » Mixed-use residential/commercial development
- » 68 acre residential subdivision, 10 multi-story buildings
- » Coordination with Owner, project team, and City of Santa Rosa
- » Final Subdivision Map
- » Multi-phase project completed on budget

Monte Vista Apartments *Santa Rosa*

- » Civil engineering, land surveying and entitlement services
- » 11 buildings, 162 affordable and 55 senior apartments
- » Infrastructure improvements
- » Sewer main extension
- » Negotiated and processed improvements through City of Santa Rosa, Northwestern Pacific Railroad and Sonoma County Water Agency

Rowan Court Apartments *Santa Rosa*

- » Civil engineering, land surveying and entitlement services
- » Designed storm water runoff system through a private storm water network
- » Affordable apartment community
- » 11 buildings, 62 units
- » Project features include garages, a community building, separate play area and landscaped open space

Crossroads Apartments *Santa Rosa*

- » Civil engineering, land surveying and entitlement services
- » Affordable apartment community
- » Designed storm water treatment system

Michelle Gervais

1275 Fourth Street, #257, Santa Rosa, CA 95404
Michelle@GervaisAssociates.com
707. 975. 4736

RELEVANT SKILLS

Public Affairs

- Organize and facilitate diverse groups in public engagement, education and strategic planning
- Shepherd projects through planning and entitlement process
- Create and implement community outreach and communications plan including speakers bureau, interactive website, newsletters, media and government relations

Critical Analysis

- Analyze market dynamics including economic and political opportunities and constraints
- Perform proforma analysis, competitive analysis and project due diligence, and evaluate project within market context
- Research and identify funding sources and prepare sales materials/funding packages
- Outline alternative approaches and recommend strategy to meet client goals

Project Management

- Identify, recruit and train team members and supply appropriate resources
- Prepare achievable schedules that meet deadlines and anticipate and address challenges
- Coordinate and manage resources, schedule and team efficiently and effectively by consistent communication of clear expectations and direction
- Develop budgets that economically align resources with project goals and requirements
- Troubleshoot by maintaining flexibility and responding promptly and thoughtfully to change

EXPERIENCE

GERVAIS & ASSOCIATES ~ DEVELOPMENT STRATEGIES

2002 – Present

Principal

Facilitate private and community development by providing professional services in strategic planning, community engagement and public relations, project management, entitlements, public policy, financial analysis, market research and brokerage services.

PARTIAL CLIENT LIST:

Public / Institutional: Santa Rosa Junior College, City of Santa Rosa, Santa Rosa Main Street

Private Business: Episcopal Senior Communities, Spring Lake Village, Santa Rosa Canners LLC, The John Stewart Company, Equity Community Builders, Condiotti Enterprises, Community Media Center

ARCHILOGIX

2006-2010

Principal

Orchestrated partnership between design professionals and development experts to provide full-service consulting and architectural services to public, private and community-based organizations. The birth of our twins and childrearing moved me closer to home, from where I continued my focused project work through Gervais & Associates.

CITYVISION

1999 – 2002

Executive Director

Supervised, facilitated and coordinated all projects in accordance with board goals, resources and requirements of volunteer committees. Key projects include a Downtown Blueprint and the Food & Wine Center.

Developed and implemented outreach and communications plan, including Speakers Bureau, interactive website, newsletter, and media relations.

Responsible for all aspects of start-up organization including securing nonprofit status, board and committee organization and development, database, financial reporting, fundraising and internal communications.

VOLUNTEER CENTER OF SONOMA COUNTY 1998 - 1999
Director of Fund Development and Public Relations

Designed and initiated corporate partnership campaign, aligning interests and resources of businesses throughout the county with agency needs.

Responsible for all aspects of multiple county-wide events. Increased funds raised by 30% in two years.

ALLIANCE ENTERTAINMENT 1994 - 1997
Manager, Longform Development

Participated in creative development, packaging and sale of 20 movies to cable and network television.

Managed development slate of over 100 active projects in partnership with six in-house producers.

Designed operating systems and reports; responsible for story department with permanent and contract staff.

TURNER PICTURES / TNT 1991 - 1994
Story Editor; Assistant to Vice President, Development

Interacted with members of story, talent, production, marketing and PR teams from initial concept through script development and film production to distribution and marketing, completing over 25 films.

Initiated and maintained contact with agents and producers to attract, evaluate and procure material.

T. ROWE PRICE REALTY ADVISERS 1988 – 1990
Acquisitions and Market Research Analyst

Participated in \$50M in acquisitions, and management of \$270M national portfolio of existing commercial real estate. Conducted due diligence with sellers, partners and investment committee utilizing outside agents.

Developed and instituted research program for analyzing markets and determining investment strategy.

EDUCATION & CERTIFICATION

UNIVERSITY OF THE PACIFIC, Stockton, CA, 1987
B.S., Business Administration ~ Graduated with honors; Dean's list; study abroad: Zurich, Switzerland.

CERTIFIED COMMERCIAL INVESTMENT MANAGEMENT 1988 - 1989
CCIM Certificate Program, focused on real estate finance

NxLEVEL ENTREPRENEURIAL TRAINING 2002
Program of University of Colorado at Denver

REAL ESTATE BROKER, licensed in California 2004

ACTIVITIES & AWARDS

SANTA ROSA FRENCH-AMERICAN CHARTER SCHOOL
Chair, Foundation Board of Directors 2013-Present

SANTA ROSA CHAMBER OF COMMERCE
Board of Directors, 2001 - 2008
Chair, Board of Directors

CHILDREN'S MUSEUM OF SONOMA COUNTY
Founding Advisory Board 2006 - Present

Chair, Government Review Council
Chair, Economic Vitality Division
Delegate, Alliance of North Bay Chambers

SONOMA COUNTY HOUSING COALITION
Consensus Council-Board, 2001 - 2004

CITY OF SANTA ROSA ~ BOARD OF COMMUNITY
SERVICES

Recipient: Spirit of Sonoma County, 2003
Recipient: Merit Award, City of Santa Rosa, 2001

Chair, 1999; Board Member, 1997 – 1999